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STATISTICS OF FARMERS' MARKETING AND PURCHASING COOPERATIVES 1938-39 MARKETING SEASON

By
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COOPERATIVE RESEARCH AND SERVICE DIVISION

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FARM CREDIT ADMINISTRATION

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COOPERATIVE MARKETING AND PURCHASING BY FARMERS, 1913-1939

Seventeen nation-wide surveys pertaining to farmer cooperation in the economic field have been made. Thirteen of these were mail surveys, three were farm-to-farm, and one association-to-association. The three farm-to-farm surveys were made by the Bureau of the Census and were for the years 1919, 1924, and 1929. Data were collected as to the number of farmers selling to, or buying through, or from cooperatives, and the amount of such sales or purchases. The association-to-association survey was made for 1936-37 by the Farm Credit Administration and the banks for cooperatives, with 34 of the State agricultural colleges assisting in collecting the data. The other 13 surveys were made by what is now the Historical and Statistical Section of the Cooperative Research and Service Division. This work is a continuation of the Cooperative Purchasing and Marketing project of the Office of Markets established in the U. S. Department of Agriculture in 1913.

The first of the mail surveys included the years 1912, 1913, 1914, and 1915. A sufficient number of associations were contacted to permit the inclusion of data for 5,424 1/ purchasing or marketing organizations in a bulletin entitled "Cooperative Purchasing and Marketing Organizations Among Farmers in the United States," which was issued in 1917 (U. S. Dept. Agr. Bull. 547). The survey supplied data for 3,099 associations for the year 1913. This sample is sufficiently large to be viewed as a separate survey and is so considered in the following pages. The membership and business statistics for 1915 were built up from the reports collected for the 4 years, 1912 to 1915 inclusive.

A second nation-wide mail survey was undertaken in 1922 for the year 1921. Data as to the amount of business transacted were collected for 7,374 associations. These statistics with considerable other information pertaining to the then active associations were published under the title "Development and Present Status of Farmers' Cooperative Business Organizations" (U. S. Dept. Agr. Bull. 1302, 1924).

Beginning with the survey for 1921 the collection of data for the number of active associations, membership, and business transacted has been a continuous activity of the Historical and Statistical Section. Tabulations have been made for the marketing seasons 2/ of 1925-26, 1927-28, 1929-30, and every marketing season since, including that of 1938-39.

The Historical and Statistical Section maintains a permanent record for each association so that there is at all times what might be considered an inventory of farmer activity in cooperative marketing and purchasing. A set of data is now being built up for farmers' associations furnishing services on a cooperative basis.

1/ The number of associations included for the specified years is slightly less than the number in existence for those years. This cannot be otherwise, as reporting by cooperatives is a voluntary matter. Nevertheless, practically all the associations get into the records in the course of time, although the lag is from 1 to 5 years. Some cooperatives operate so informally or are so strictly local in character that their discontinuance may be the first event of sufficient importance to attract the attention of those collecting information.

2/ A marketing season includes the period during which farm products of a specified year move into the channels of trade. Marketing seasons overlap.

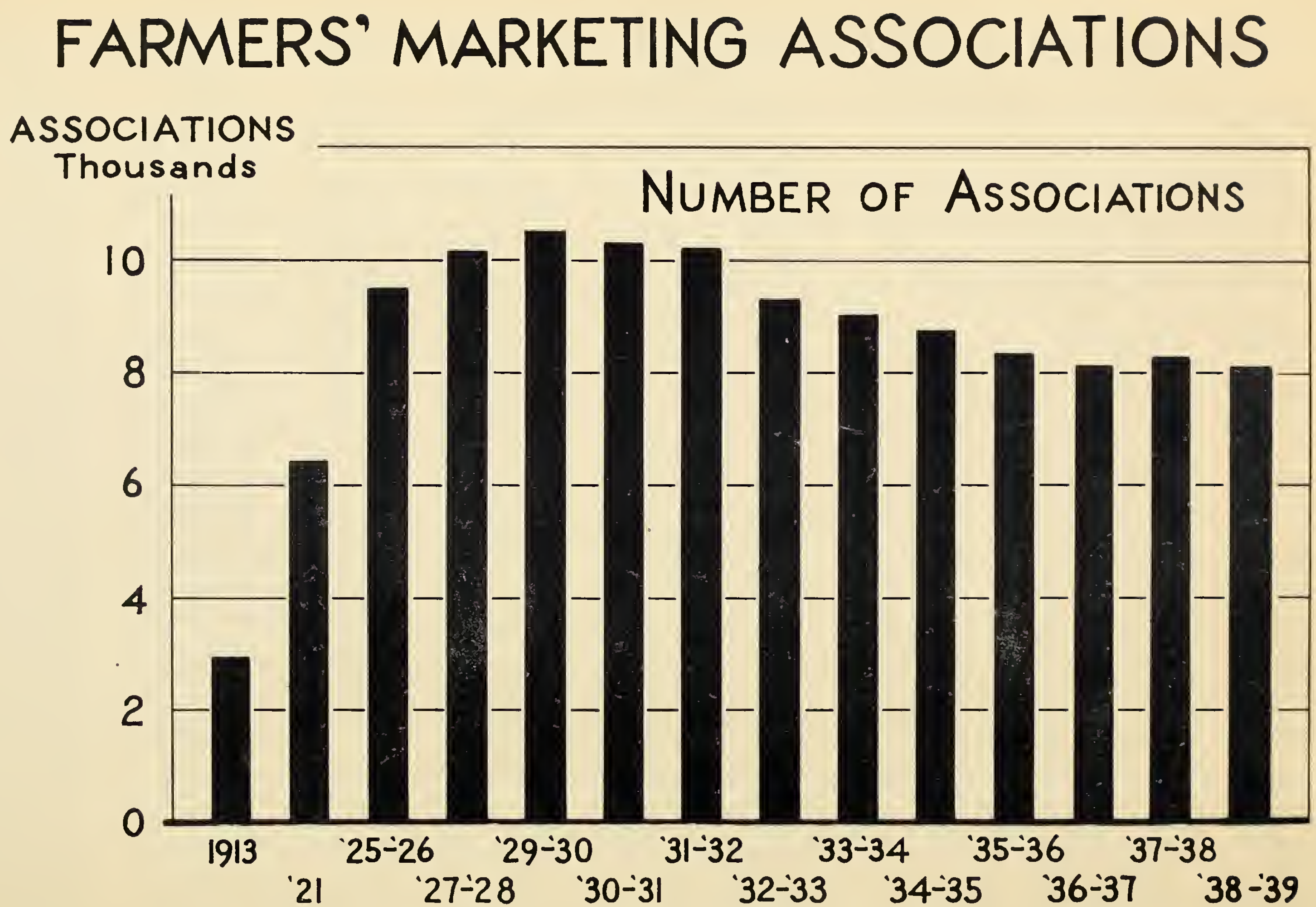

FIGURE 1 – The number of farmers' cooperative marketing associations included in the 17 surveys so far made has varied from about 3,000 in 1913 to 10,546 in 1929–30. The number reporting for 1938–39 was 8,100.

Ideas concerning cooperation have changed greatly since the survey of 1913. Then any group of farmers organized to buy or sell was considered a cooperative. All who used the services of the various enterprises were counted as members, there being little concern about nonmember business. Ironclad marketing contracts, with severe penalties, had not be devised. Democratic control was evidenced by using, or not using, the services which the management of the various enterprises offered. Rochdale principles were not unknown, but immediate results were the principal concern of those advocating the cooperative method of business.

Fully 95 percent of all the purchasing and marketing associations in 1913 were local in nature, serving farmers around railroad shipping points. There were a few federations, a few associations operating over an area more than local in extent; there were also a few attempts at operating terminal sales agencies. The bargaining association was little more than an idea. As these new types of farmer-cooperative activity developed during the years from 1913 on the problems of classifying facts, evaluating raw data, and interpreting them increased. New concepts for an association, for membership, for cooperative business, became necessary, and what had been simple rapidly became complex.

TABLE 1 - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS 1/: NUMBER LISTED FOR SPECIFIED YEARS, 1913 TO 1938-39

YEAR	MARKETING		PURCHASING		TOTAL	
	Number	*Percent*	*Number*	*Percent*	*Number*	*Percent*
1913 2/	2,988	96.4	111	3.6	3,099	100.0
1915 2/	5,149	94.9	275	5.1	5,424	100.0
1921 3/	6,476	87.8	898	12.2	7,374	100.0
1925-26	9,586	88.7	1,217	11.3	10,803	100.0
1927-28	10,195	89.4	1,205	10.6	11,400	100.0
1929-30	10,546	87.9	1,454	12.1	12,000	100.0
1930-31	10,362	86.7	1,588	13.3	11,950	100.0
1931-32	10,255	86.2	1,645	13.8	11,900	100.0
1932-33	9,352	85.0	1,648	15.0	11,000	100.0
1933-34	9,052	83.0	1,848	17.0	10,900	100.0
1934-35	8,794	82.2	1,906	17.8	10,700	100.0
1935-36	8,388	79.9	2,112	20.1	10,500	100.0
1936-37 4/	8,142	75.8	2,601	24.2	10,743	100.0
1937-38	8,300	76.2	2,600	23.8	10,900	100.0
1938-39	8,100	75.7	2,600	24.3	10,700	100.0

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ Compiled from data appearing in U. S. Department of Agriculture Bull. No. 547 (1917) pp. 14 - 25; and United States Department of Agriculture Tech. Bull. No. 40 (1928) pp. 70 - 75.

3/ Includes only associations reporting dollar business.

4/ Data are from a survey made by the Farm Credit Administration in cooperation with the district banks for cooperatives and the State Agricultural Colleges for 1936.

Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration, United States Department of Agriculture.

FARMERS' PURCHASING ASSOCIATIONS

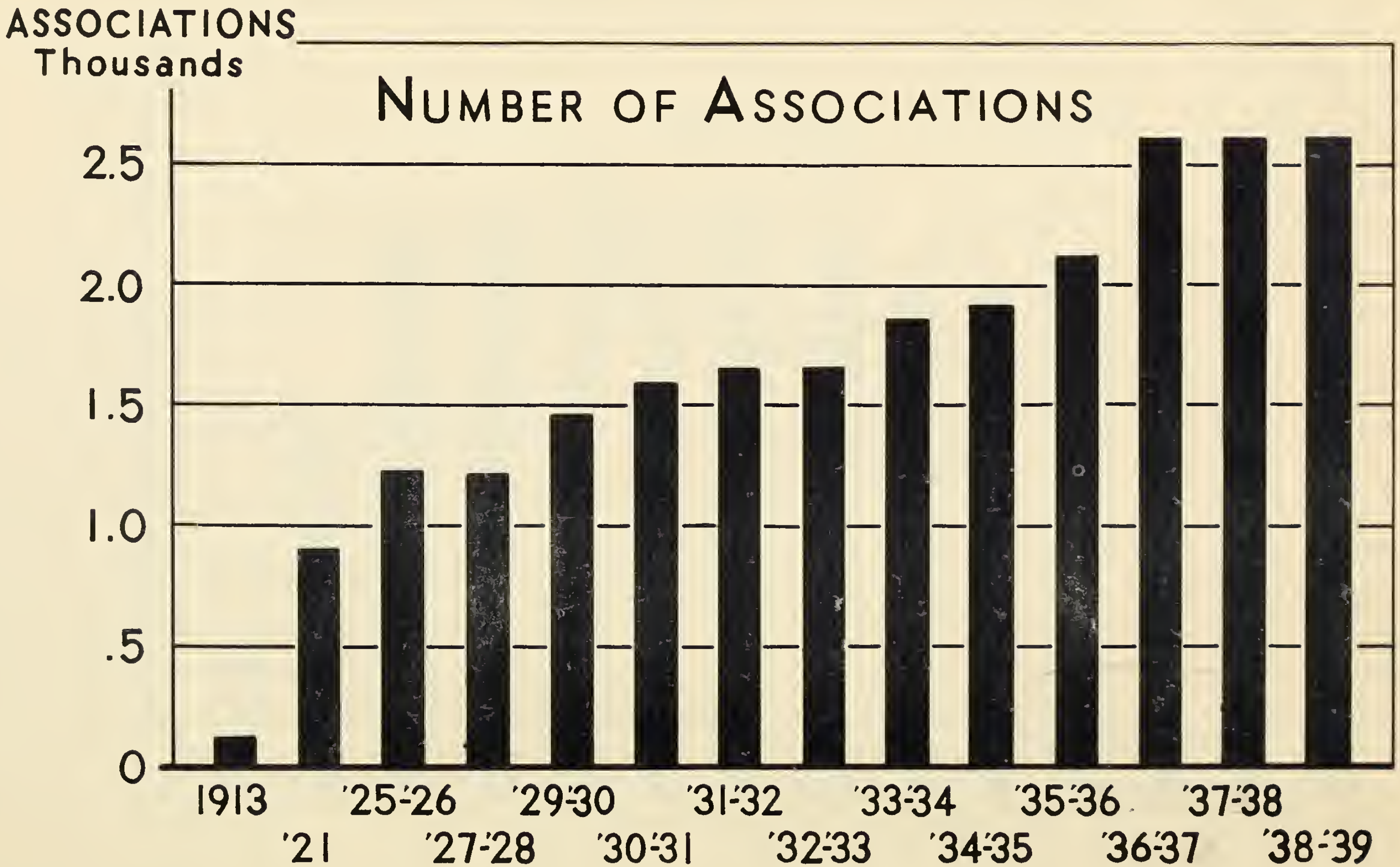

FIGURE 2 – Only a few more than 100 farmers' associations for purchasing supplies reported in the survey covering 1913, whereas 2,600 associations furnished data for the last three marketing seasons. Present indications are that the number will be larger for the 1939–40 marketing season.

Because of the changes that have taken place as the movement has developed and as better techniques have been evolved, the statistical records for the earlier years and those of today are not entirely comparable. Yet there is sufficient comparability to indicate present trends; and it is the trends that are important.

NUMBER OF ASSOCIATIONS

The number of active associations is one measure of cooperative activity. Associations of record increased from 3,099 in 1913 to 12,000 in the 1929-30 marketing season. During the past 9 seasons the number included in the annual estimates has varied from 10,500 to 11,950. The number of associations on the active list for the 1938-39 marketing season was 10,700.

Two definite but opposite trends characterize farmer-cooperative effort in the field of marketing and purchasing during the last 25 years. The relative importance of marketing associations has been declining and the relative importance of the purchasing cooperatives has been increasing (table 1, fig. 1). Ninety-six percent of all the associations on record in 1913 were classified as marketing enterprises, whereas less than 76 percent of the organizations in the 1938-39 survey were so classified.

One reason for the smaller number of marketing associations is the development during the years of more strict definitions for a cooperative. A second reason is that in some organizations the failure to add farmers from current generations to the membership rolls opened the way for control of associations to fall into a few hands and to change slowly from cooperatives to private profit enterprises. A third reason, and one that accounts for the disappearance of a large number of organizations, is that many former marketing methods have been replaced by others of a faster tempo. This is especially noticeable in the case of the livestock shipping associations of which there were more than 2,000 in the twenties, whereas now there are less than one-half of that number (table 10).

At the same time that the marketing cooperatives were decreasing in numerical importance, associations primarily engaged in the purchase of supplies were increasing. The 111 purchasing associations on record in 1913 have increased to 2,600 (table 1, fig. 2). [3/]

The purchasing associations had a relative numerical importance of less than 4 percent in 1913 but now constitute more than 24 percent of the total. This is a gain in relative importance of five-fold.

There have been shifts in the groups of commodity cooperatives making up the marketing total. Consideration is given to these changes in the paragraphs dealing with the different commodities (see pp.).

COOPERATIVE MEMBERSHIP

Membership is an unsatisfactory measure for cooperative activity. This is because in the past all persons who used the service of an association were viewed as

3/ Data which have come to hand since the 1938-39 figures were released indicate that there are now upward of 2,700 purchasing associations. Furthermore the number of marketing associations on record are fewer than the estimates.

members and their names kept on the membership rolls even after they terminated all connections with the association. It required less energy to leave a name on the list than to strike it off.

When in the early twenties the large-scale centralized associations with their marketing contracts came into the picture, a custom developed that has badly warped the statistics dealing with membership. Contracts were numbered 1, 2, 3 and so on. At any particular time the number of the last signed contract was deemed the number of active members, the assumption being that members never died, never moved away, and never ceased to produce the crops or animals which they had agreed to deliver. Many thousands of names were kept on membership rolls when they should have been striken off. This bad habit has not been entirely outgrown.

TABLE 2 - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: ESTIMATED MEMBERSHIP 1/ FOR SPECIFIED YEARS, 1915 TO 1938-39

YEAR	MARKETING		PURCHASING		TOTAL	
	Number	*Percent*	*Number*	*Percent*	*Number*	*Percent*
1915 2/	591,683	90.9	59,503	9.1	651,186	100.0
1925-26	2,453,000	90.9	247,000	9.1	2,700,000	100.0
1927-28	2,601,000	86.7	398,000	13.2	3,000,000	100.0
1929-30	2,630,000	84.8	470,000	15.2	3,100,000	100.0
1930-31	2,608,000	86.9	392,000	13.1	3,000,000	100.0
1931-32	2,667,000	83.3	533,000	16.7	3,200,000	100.0
1932-33	2,464,000	81.9	542,700	18.1	3,000,000	100.0
1933-34	2,363,000	78.1	692,000	21.9	3,156,000	100.0
1934-35	2,490,000	75.9	790,000	24.1	3,280,000	100.0
1935-36	2,710,000	74.0	950,000	26.0	3,660,000	100.0
1936-37 3/	2,414,000	73.8	856,000	26.2	3,270,000	100.0
1937-38	2,500,000	73.5	900,000	26.5	3,400,000	100.0
1938-39	2,410,000	73.0	890,000	27.0	3,300,000	100.0

1/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

2/ Compiled from data appearing in United States Department of Agriculture bulletin No. 547 (1917) pp. 14 - 25, and United States Department of Agriculture technical bulletin No. 40 (1928) pp. 72 - 75.

3/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

Some of the terminal market cooperative sales agencies which have become important in recent years count as members every farmer from whom they have ever received a consignment. Farmers signing their names differently at various times, or using more than one address, presumably have been counted more than once.

The bargaining association, largely a creation of the last 20 years, is responsible for a sizable portion of the present cooperative membership. Some of these

organizations have definite requirements for membership, others optimistically include as members all farmers in the areas over which the associations claim jurisdiction, and who produce the products with which the bargaining associations are concerned.

The above practices and the limitations of the original data, should be considered when working with the membership figures for the years since about 1920. An effort is now being made to get the membership statistics on such a basis that only those who are entitled to vote for directors will be counted.

TABLE 3 - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: ESTIMATED BUSINESS 1/ FOR SPECIFIED YEARS, 1913 TO 1938-39

YEAR	MARKETING		PURCHASING		TOTAL	
	1,000 dollars	*Percent*	*1,000 dollars*	*Percent*	*1,000 dollars*	*Percent*
1913 2/	304,385	98.1	5,928	1.9	310,313	100.0
1915 2/	624,161	98.2	11,678	1.8	635,839	100.0
1921	1,198,493	95.4	57,721	4.6	1,256,214	100.0
1925-26	2,265,000	94.4	135,000	5.6	2,400,000	100.0
1927-28	2,172,000	94.4	128,000	5.6	2,300,000	100.0
1929-30	2,310,000	92.4	190,000	7.6	2,500,000	100.0
1930-31	2,185,000	91.0	215,000	9.0	2,400,000	100.0
1931-32	1,744,000	90.6	181,000	9.4	1,925,000	100.0
1932-33	1,199,500	89.5	140,500	10.5	1,340,000	100.0
1933-34	1,213,000	88.9	152,000	11.1	1,365,000	100.0
1934-35	1,343,000	87.8	187,000	12.2	1,530,000	100.0
1935-36	3/1,586,000	86.2	3/ 254,000	13.8	3/1,840,000	100.0
1936-37 4/	1,882,600	85.7	313,400	14.3	2,196,000	100.0
1937-38	5/2,050,000	85.4	5/ 350,000	14.6	5/2,400,000	100.0
1938-39	6/1,765,000	84.0	6/ 335,000	16.0	6/2,100,000	100.0

1/ Includes some intra-association transactions.

2/ Compiled from data appearing in United States Department of Agriculture bulletin No. 547 (1917) pp. 14 - 25, and United States Department of Agriculture technical bulletin No. 40, pp. 70 - 75.

3/ The purchasing business of the marketing associations is estimated at $68,000,000 and the marketing business of the purchasing associations at $7,000,000. After adjustments the totals are: marketing, $1,525,000,000; purchasing, $315,000,000; total $1,840,000,000.

4/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

5/ The purchasing business of the marketing associations is estimated at $117,000,000, and the marketing business of the purchasing associations is estimated at $27,000,000. After adjustments the totals are: marketing, $1,960,000,000; purchasing, $440,000,000; total $2,400,000,000.

6/ The purchasing business of the marketing associations is estimated at $107,000,000, and the marketing business of the purchasing associations is estimated at $26,000,000. After adjustments the totals are: marketing, $1,684,000,000; purchasing, $416,000,000; total $2,100,000,000.

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When estimates were compiled for 1915, the membership for the 5,424 associations on record was placed at 651,186 (table 2). The peak period as to number of members for the past 25 years was the 1935-36 marketing season, when the estimate for the 10,500 active associations was 3,660,000. More recent estimates indicate that this figure was too high. The estimate for the 1938-39 marketing season is 3,300,000. This figure is based on those having the right to vote for directors. There is a possibility that in the light of accumulating information, the membership figures for the years from 1920 to 1937 may be revised so that they may more nearly reflect what is now believed to have been the true situation.

In 1915, 91 percent of the membership was in the marketing associations and 9 percent in the purchasing. Now, but 73 percent is in the marketing associations, and 27 percent is in the associations engaged in the cooperative buying of supplies.

DOLLAR BUSINESS FOR COOPERATIVES

One of the best of the available measures for determining the relative importance of cooperative activity is dollar business. Another satisfactory measure is the percentage which cooperatively handled goods is of all goods in the same class, but since such data are available for only a few commodities it is necessary to use dollar values most of the time.

The 3,099 associations on record in 1913 reported a total business of more than $310,000,000. Ninety-eight percent of this represented returns from the sale of farm products - cotton, grain, livestock, wool, tobacco, and other produce. The remaining 2 percent was accounted for by the purchase of supplies (table 3).

The 7,374 associations listed in 1921 passed the billion dollar mark by more than a quarter of a million. Five years later, cooperative business amounted to $2,400,000,000. Total business handled by cooperatives reached its peak in the 1929-30 marketing season, when it was two and one-half billion dollars. In the depression of the following years business by cooperatives declined by more than a billion dollars, but the boom of 1937 brought the total up to the $2,400,000,000 figure which previously had been reached in 1925-26 and 1930-31. Cooperative business for the last marketing season, based on crops and animals separated from the land in 1938, is estimated at $2,100,000,000 (table 3).

During the years from 1913 to 1938-39, the percentage of the total business handled by the associations engaged in purchasing increased from less than 2 percent to 16 percent. This increase was distributed fairly uniformly throughout the 25-year period.

COOPERATIVE BUSINESS BY GEOGRAPHIC DIVISIONS

The relative importance of the nine geographic divisions 4/ has changed during the 25 years under consideration. At the beginning of the period, the cooperatives in the West North Central States furnished 45 percent of the cooperative business and those in the Pacific Coast States and North Central States 33 percent divided almost equally between them. The other sections of the country were of importance

4/ Geographic divisions and the States in each division are given in table 16.

in the following order: South Atlantic, Middle Atlantic, West South Central, East South Central, Mountain, and New England. Most of the associations in the West North Central States were engaged in operating farmers' elevators, creameries, and cheese factories. The same was true for the East North Central States. In the Pacific Coast States, the marketing of fruits and vegetables was the leading cooperative activity.

During the 25 years since 1913, the East North Central Division, consisting of the States of Ohio, Indiana, Illinois, Michigan and Wisconsin has advanced from third place to first. The seven West North Central States are now in second place and the three Pacific States are in third place. The other divisions follow with Middle Atlantic States in fourth place and the East South Central States in last place (table 4).

It will be noted that the 12 North Central States with the 3 Pacific Coast States handled 78 percent of the total farmer cooperative marketing and purchasing business in 1913, whereas, these 15 States now contribute but 69 percent to the total and the other 33 States contribute 31 percent as against 22 percent in 1913 (table 4, fig. 3).

TABLE 4 - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY GEOGRAPHIC DIVISIONS FOR SPECIFIED YEARS, 1913 TO 1938-39

GEOGRAPHIC DIVISION	1913	1921	1925-26	1930-31	1935-36	1938-39
	Percent	*Percent*	*Percent*	*Percent*	*Percent*	*Percent*
New England	2.1	1.9	3.5	3.8	3.9	3.9
Middle Atlantic	4.9	7.5	6.4	10.2	10.5	9.8
East North Central	16.5	18.1	23.3	21.8	25.1	27.4
West North Central	45.1	42.5	34.9	32.5	27.2	25.6
South Atlantic	5.7	4.0	6.3	5.0	4.1	4.5
East South Central	3.0	.8	4.9	2.5	3.4	2.2
West South Central	3.1	5.5	5.4	5.5	5.8	5.9
Mountain	2.9	2.8	2.9	4.1	4.8	4.5
Pacific	16.7	16.9	12.4	14.6	15.2	16.2
Total	100.0	100.0	100.0	100.0	100.0	100.0
Number of associations	3,099	7,374	10,803	11,950	10,500	10,700

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RELATIVE IMPORTANCE OF STATES

Minnesota was at the top of the list for dollar volume in 1913; Iowa was second; California, third; Illinois, fourth; and New York, tenth (fig. 4).

During the past quarter of a century California has moved up to first place, Illinois to second place, Minnesota has dropped to third, New York has advanced to fourth place, and Iowa has slipped from second place to fifth. The other States

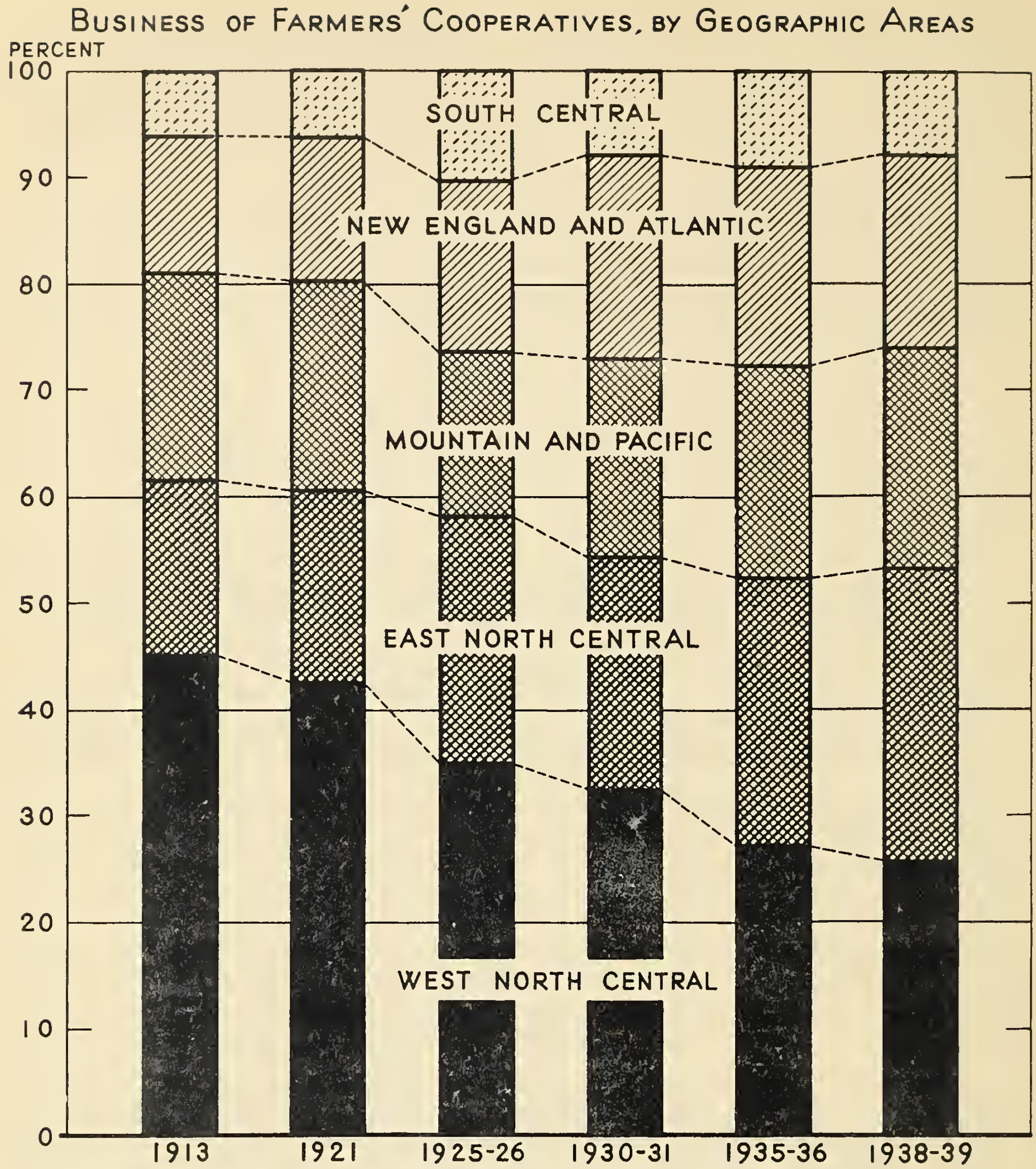

FIGURE 3 – Farmer cooperative business as measured in dollars has increased in relative importance in all parts of the United States since 1913 except in the 12 States forming the North Central Division. In that area most of the cooperatives are concerned with the operation of country grain elevators, creameries, cheese factories, and local livestock shipping associations.

making up the leading 10 are in the order of their dollar business for the 1938-39 marketing season: Ohio, Wisconsin, Michigan, Missouri, and Indiana (fig. 4).

CHANGES IN COMMODITY MARKETING

More than two-fifths of the total cooperative business in 1913 was handled by 960 grain associations (table 9, fig. 5). Nearly all of these were operating farmers' elevators. Less than 500 fruit and vegetable associations accounted for more than one-fifth of the total business (table 8, fig. 5), and 1,187 creameries and cheese factories produced nearly a fifth (table 7, fig. 5). The 3 groups together handled nearly 84 percent of all the cooperative marketing business for that year (table 5, fig. 5).

TABLE 5 - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: PERCENTAGE OF ESTIMATED BUSINESS BY COMMODITY GROUPS, FOR SPECIFIED YEARS, 1913 TO 1938-39

COMMODITY GROUP	1913	1921	1925-26	1930-31	1935-36	1938-39
	Percent	*Percent*	*Percent*	*Percent*	*Percent*	*Percent*
Cotton and Products	4.9	1.9	6.2	5.4	6.0	3.5
Dairy Products	19.2	18.1	22.3	25.8	28.3	29.1
Fruits, Vegetables	22.5	17.0	11.7	13.3	11.5	13.0
Grain, Dry Beans, Rice	42.1	38.4	31.2	25.9	19.6	18.2
Livestock	1.6	8.5	13.3	12.5	13.6	13.3
Nuts	-	1.3	.7	.5	.7	.7
Poultry and Products	-	1.2	1.7	3.6	3.7	3.7
Tobacco	.8	.2	3.8	.3	.6	.5
Wool, Mohair	-	.8	.4	1.1	.6	.6
Misc. Products	7.0	8.0	3.1	2.6	1.6	1.4
Total Marketing	98.1	95.4	94.4	91.0	86.2	84.0
Purchasing	1.9	4.6	5.6	9.0	13.8	16.0
Total Marketing and Purchasing	100.0	100.0	100.0	100.0	100.0	100.0
Number of associations	3,099	7,374	10,803	11,950	10,500	10,700

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In the following 25 years the associations handling dairy products replaced the farmer elevator group at the top of the list (fig. 6). In the matter of dollar business the 2,540 associations marketing grain, dry beans, and rice in 1938-39 were about two-thirds as important as the 2,373 associations handling dairy products (tables 5, 7, 9, fig. 5). The associations in third place for the last marketing season were those engaged in the purchase of farm supplies, their dollar business being greater than that for either the livestock or the fruit and vegetable groups (table 5, fig. 6).

BUSINESS BY FARMERS' MARKETING AND PURCHASING ASSOCIATIONS

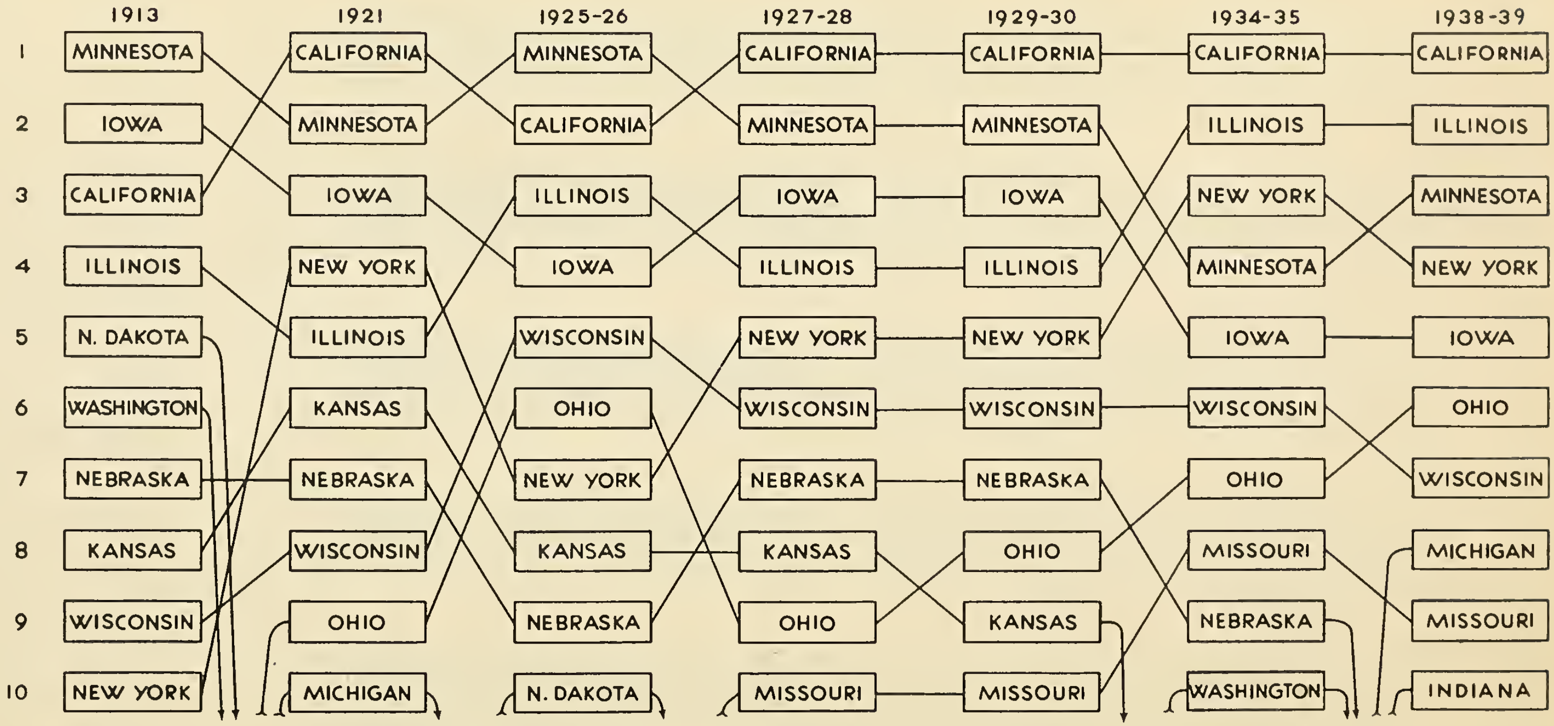

Figure 4 – The dollar importance of the states is continually changing. In 1913 Minnesota headed the list with Iowa in second place. California was third, Illinois fourth, and New York tenth. In 1938-39 California was at the top, Illinois in second place, Minnesota in third, New York in fourth, and Iowa in fifth place.

The associations handling cotton in 1913 were of greater relative importance than they are today (table 5). This is because the increase in dollar business for the other groups has been much greater than that for the cotton cooperatives. The cooperative marketing of poultry and eggs of which there was very little in 1913 is now nearly 4 percent of all farmer-cooperative business (table 5, fig. 5).

The shifts in the relative importance of the larger commodity groups as measured by dollar volume are indicated by figures 5 and 6. The dairy group which ranked third in 1913 is now in first place. The livestock group has moved upward from sixth place to fourth, and the associations engaged in cooperative buying have advanced from fifth to third place. The grain group which was in first place is now in second, and the fruit and vegetable group has slipped from second place to fifth (fig. 6).

Only part of these shifts are of significance, as some of the changes were the result of increases or decreases in price levels for the different commodities handled. Yet, after making due allowance for such influences, certain definite trends can be noted.

COTTON AND COTTON PRODUCTS

Cooperative cotton marketing has been a farmer activity since the early seventies. The State Granges of Alabama, Mississippi, Georgia, Louisiana, Arkansas, and Texas sponsored organizations to handle the cotton of the southern planters. As the Farmers' Alliance, the Farmers' Educational and Cooperative Union, and the American Farm Bureau appeared, each in turn gave attention to the marketing of the South's principal crop.

The large-scale associations of the State Granges were followed by local enterprises formed to operate warehouses for storing cotton and by gins for separating the lint from the seed. The Farmers' Union was active in promoting both gins and warehouses.

The existing large-scale associations for marketing cotton are of recent origin, having been organized since 1920. During the past 20 years, renewed attention has been given to cooperatives for ginning cotton and these are now the most important numerically.

A new type of enterprise is the cooperative cottonseed oil mill, which appears to furnish the farmer an opportunity for obtaining more money for the seed from his cotton than otherwise would be the case. The organizations are set up both as federations and as centralized associations.

Cotton cooperatives on record have increased from 79 in 1913 to 476 in the 1938-39 marketing season (table 6). The number is somewhat larger now in 1940. A gain in the number of associations of nearly 300 percent has taken place since 1925. Of the 476 active associations, 16 are large-scale organizations engaged primarily in marketing cotton; more than 450 are cooperatives for ginning cotton; 6 are associations for operating cottonseed oil mills; 14 organizations are engaged in warehousing cotton, and 6 are small-scale marketing organizations.

Membership data start with the 1925-26 marketing season when the number of members was estimated at 300,000. Between 1926 and 1928, some of the 5-year marketing contracts used by the large-scale associations expired, thus reducing the membership by about one-half. For the next few years, the membership increased; another check-

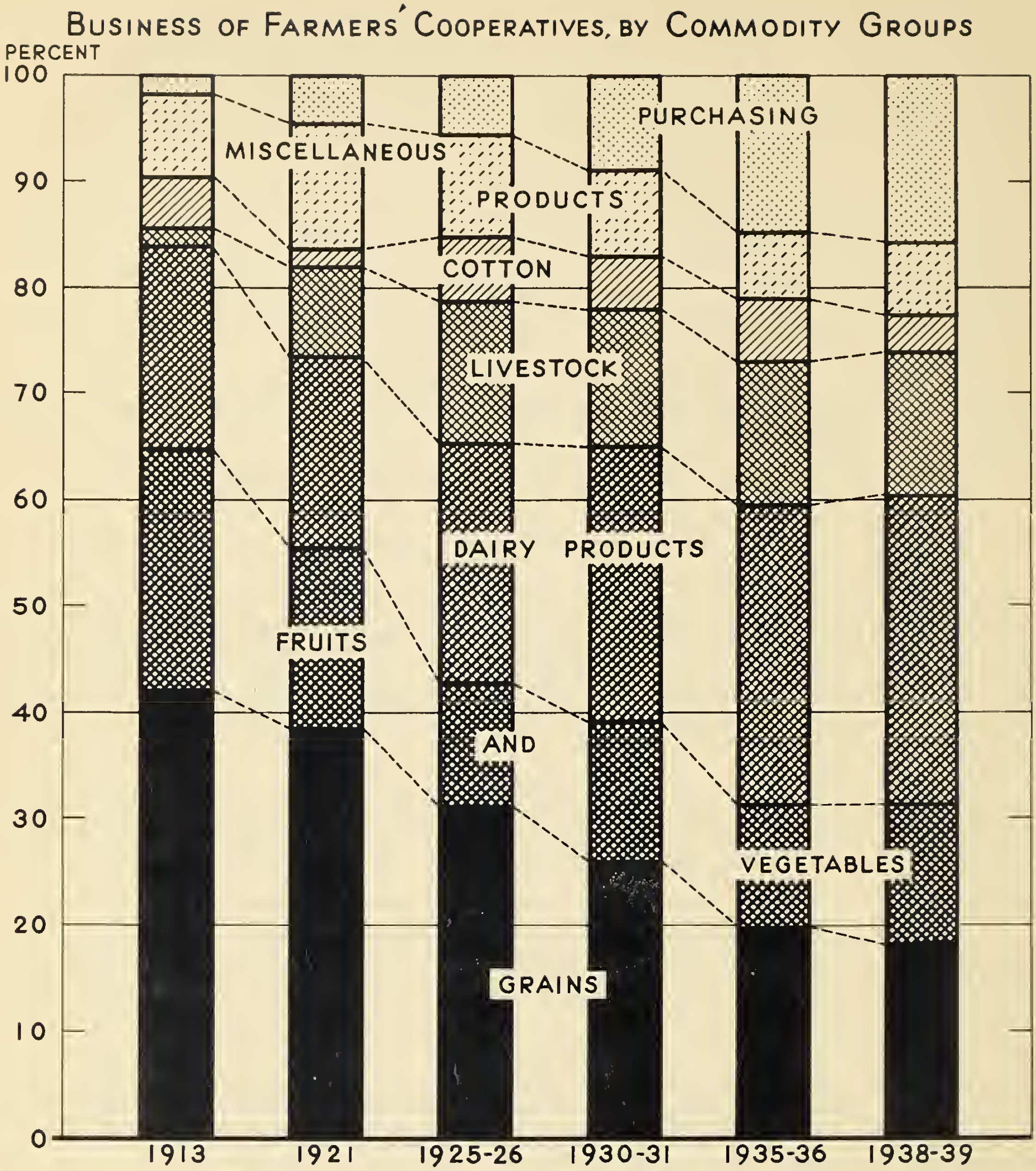

FIGURE 5 - Grain marketing constituted more than 40 percent of the total cooperative business in 1913; fruit and vegetable marketing furnished 22 percent of the total; and the dairy cooperatives 19 percent. The marketing of dairy products was the chief cooperative activity in 1938-39 with the cooperative marketing of grain second in importance.

ing of membership rolls in 1932-33 resulted in a loss of 40,000 in estimated membership. The high point for membership was reached in 1937-38, when it was estimated at 350,000. This figure is probably too high as later revisions of association records reduced the estimate for the 1938-39 year to 315,000. Further decreases in these estimates may result with the removal of inactive members now on the rolls of these associations.

Dollar business by the cotton marketing cooperatives is influenced by the number of bales delivered to the associations for the various years and by the price of cotton.

The business of the 79 associations, on record in 1913, was more than $15,000,000. The largest dollar record was $150,000,000 for the 1925-26 marketing season when the then newly formed large-scale cooperatives were functioning at their best. Somewhat lower prices at the time the 1938 cotton crop was being delivered brought the cooperative sales down to $73,000,000.

TABLE 6 - COTTON AND PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED YEARS, 1913 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1913	79	2.6	-	-	15,098	5.0
1921	4/ 47	.7	-	-	23,498	2.0
1925-26	121	1.3	300,000	12.2	150,000	6.6
1927-28	125	1.2	140,000	5.4	97,000	4.5
1929-30	199	1.9	150,000	5.7	110,000	4.8
1930-31	261	2.5	190,000	7.3	130,000	5.9
1931-32	267	2.6	240,000	9.0	69,000	4.0
1932-33	274	2.9	200,000	8.1	42,000	3.5
1933-34	250	2.8	200,000	8.1	100,000	8.2
1934-35	305	3.5	255,000	10.2	100,000	7.4
1935-36	311	3.7	300,000	11.1	110,000	6.9
1936-37 5/	400	4.9	341,800	14.2	138,500	7.4
1937-38	415	5.0	350,000	14.0	110,000	5.4
1938-39	476	5.9	315,000	13.1	73,000	4.1

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

The 476 associations active in 1938-39 were almost 6 percent of all the marketing cooperatives on record for that season. This is the best numerical showing so far made by this group.

The 315,000 estimated members for the same season constituted 13 percent of the total estimated membership of all the marketing organizations, and the $73,000,000 of cotton business was 4 percent of the estimated cooperative business for the 8,100 marketing cooperative handling the crops and animals of 1938.

COOPERATIVES HANDLING DAIRY PRODUCTS

Dairymen appear to have been among the first in this country to undertake cooperative marketing. As early as 1810, Connecticut and New York farmers were turning milk into cheese. A few years later cheese rings were reported in Massachusetts

TABLE 7 - DAIRY PRODUCTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED YEARS, 1913 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1913	1,187	39.7	-	-	59,701	19.6
1921 4/	1,579	24.4	-	-	227,982	19.0
1925-26	2,197	22.9	460,000	18.8	535,000	23.6
1927-28	2,479	24.3	600,000	23.1	620,000	28.5
1929-30	2,458	23.3	650,000	24.7	680,000	29.4
1930-31	2,391	23.1	725,000	27.8	620,000	28.4
1931-32	2,392	23.3	740,000	27.7	520,000	29.8
1932-33	2,293	24.5	724,000	29.5	390,000	32.5
1933-34	2,286	25.3	757,000	30.7	380,000	31.3
1934-35	2,300	26.2	750,000	30.1	440,000	32.8
1935-36	2,270	27.1	720,000	26.6	520,000	32.8
1936-37 5/	2,337	28.7	656,900	27.2	577,100	30.7
1937-38	2,421	29.2	700,000	28.0	686,000	33.5
1938-39	2,373	29.3	650,000	27.0	610,000	34.6

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

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and in 1841 a Wisconsin farmer was making butter and cheese from the milk of cows belonging to himself and his neighbors. Before the close of the forties a cheese factory based on the milk production of about 1,000 cows was in operation in Ohio, and in 1856 a well equipped factory for making butter was established in Orange County, New York.

In the sixties, seventies, eighties, and nineties, plants for making butter and cheese cooperatively were erected in most of the northern States. By 1900, there were more than 3,000 factories, a large number of which were cooperative. The first survey in 1913 supplied data for 1,187 associations handling dairy products. This group contained nearly 40 percent of all the cooperatives included in that early study. The 1,187 associations reported sales amounting to nearly $60,000,000 (table 7).

Dollar business for 1921 which was obtained from more than 1,500 associations totaled $227,982,000. This was 19 percent of all the business for the strictly marketing organizations on record at that time (table 7).

The survey on which the estimates for the 1925-26 marketing season are based is the first to include nearly all the active associations. It yielded information for 2,197 organizations handling dairy products in 42 of the 48 States. It was estimated that these organizations were receiving milk or cream, or both, from 460,000, farmers. The output of the many plants had a sales value at local shipping points of more than half a billion dollars (table 7).

The high point for number of active associations was the 1927-28 marketing season, when the total was 2,479. Since that year, the number of organizations on record has fluctuated below this number, the lowest being 2,270 in 1935-36. The 1938-39 total was 2,373 (table 7).

Since 1930, the percentage which the dairy associations have been of the total number of marketing cooperatives, has increased from 23 to 29 percent. During the same period, the percentage which the dairy business has been of the total cooperative marketing business has increased from 29 percent to approximately 35 percent (table 7).

Back in 1913, most of the associations on record were local organizations serving farmers living within a few miles of a creamery or cheese factory. Since that time, however, there have developed federations of local associations, cooperative sales agencies for serving locals, associations for distributing fluid milk, associations for processing and distributing milk and its products, and associations for bargaining as to the prices to be paid their members for fluid milk delivery. These new types of cooperative marketing enterprises have substantially improved the economic lot of the dairy farmer. Because of the marketing service which he can obtain from the organizations which he owns and controls, he can operate on a larger scale and with more assurance of satisfactory results than otherwise might be the case.

FRUITS, VEGETABLES, AND NUTS

Cooperative marketing of fruits and vegetables dates from about 1867 when a New Jersey association was launched. This enterprise, which handled strawberries, raspberries, cranberries, pears, apples, and sweet potatoes, continued for 30 years. In the eighties, cooperatives were formed in Delaware, Florida, and California. An

association for handling nuts was organized in California in 1887. Early in the nineties, the citrus growers discovered the technique for successful cooperative fruit marketing and in the succeeding years many associations were formed.

Shifts in the relative importance of the fruit, vegetable, and nut group have been frequent. This is due largely to the ease with which farmers can get into and out of vegetable growing and the production of some of the small fruits (fig. 6).

The number of associations on record increased from 456 in 1913 to 1,457 in 1930-31 and decreased to 1,162 in 1938-39. Their number has varied from 12 percent of the total number of marketing cooperatives in 1921 to about 15 percent in 1937-38, the most prosperous of the recent marketing seasons (table 8).

TABLE 8 - FRUITS, VEGETABLES, AND NUTS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED YEARS, 1913 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1913	456	15.3	-	-	69,921	23.0
1921 4/	791	12.2	-	-	229,322	19.1
1925-26	1,276	13.3	200,000	8.2	296,000	13.1
1927-28	1,309	12.8	230,000	8.8	314,600	14.5
1929-30	1,428	13.5	232,000	8.8	334,600	14.5
1930-31	1,457	14.1	199,000	7.6	332,000	15.2
1931-32	1,417	13.8	198,000	7.4	291,600	16.7
1932-33	1,333	14.3	187,500	7.6	208,500	17.4
1933-34	1,251	13.8	200,000	8.1	193,500	16.0
1934-35	1,135	12.9	172,800	6.9	211,300	15.7
1935-36 5/	1,115	13.3	182,000	6.7	225,100	14.2
1936-37 5/	1,151	14.1	155,000	6.4	294,800	15.7
1937-38	1,216	14.7	179,800	7.2	315,800	15.4
1938-39	1,162	14.3	183,000	7.6	287,000	16.3

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

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Membership was at its lowest in 1934-35 and at its highest in 1929-30, when, according to estimates, 232,000 farmers were in the 1,428 associations then operating. The 1,162 active associations for the 1938-39 marketing season had an estimated membership of 183,000. This membership was nearly 8 percent of the total membership in all of the marketing cooperatives (table 8).

Beginning with 1921 dollar volume of business for this group of cooperatives has ranged from a high of $334,000,000 for the 1929-30 marketing season, which included the crops of 1929, to a low of $193,500,000 for the crops of 1933 which were sold during the 1933-34 marketing season. The relative importance of the fruit, vegetable, and nut business, as a percentage of all cooperative marketing, has varied from 13 percent to 17 percent (table 8).

GRAIN, DRY BEANS, RICE

Cooperative grain marketing is an activity of long standing. In 1857 the farmers of Dane County, Wisconsin, formed an association, erected a building, and filled it with wheat. Owing to unsatisfactory management and a fire which destroyed the property the enterprise was short-lived. Ten years later a farmers' elevator began operating at Blairstown, Iowa, and in the succeeding years other elevators were started in that State. Early in the seventies the California State Grange arranged for the marketing of the wheat produced by its members. Seventeen cargoes of the large crop of 1874 were exported and provision had been made for the forwarding of nearly as much more wheat when the commission firm selected to handle the grangers' grain failed. This was probably the first attempt at large-scale cooperative grain marketing.

After numerous trials during the sixties, seventies, and eighties, farmers developed an operating technique which insured long life for the farmers' cooperative elevator. For more than 30 years, the number of active elevators increased steadily and even today the farmers' elevator is the backbone of the cooperative grain marketing movement.

The grain, dry beans, and rice group includes the farmers' elevators, the large-scale associations handling grain or dry beans or both, the associations handling dry beans exclusively, and the several large associations engaged in the marketing of rice. Most of the cooperative handling of dry beans is carried on by local elevator associations, except in California where a federation of local organizations sells the lima beans delivered to its local units. Centralized associations located in Arkansas, Louisiana, and California are handling the rice that is marketed cooperatively.

The present count of grain cooperatives includes about a score of large-scale organizations, which are mainly federations of local elevator associations. They are located principally in terminal markets and specialize in performing the selling function for their member units, although in some cases grain is handled for individual farmers.

The number of associations has been declining since 1931-32 (table 9). This trend in part is because some organizations, originally incorporated as cooperatives, have passed from the hands of the farmers during the years with the result that most of the cooperative features have been discarded. Then the recent depressions and droughts have dealt unkindly with organizations lacking in adequate capital

TABLE 9 - GRAIN, DRY BEANS, RICE: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED YEARS, 1913 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1913	960	32.1	-	-	130,555	42.9
1921 4/	2,458	38.0	-	-	482,461	40.3
1925-26	3,338	34.8	520,000	21.1	750,000	33.1
1927-28	3,455	33.9	900,000	34.6	680,000	31.3
1929-30	3,448	32.7	810,000	30.8	690,000	29.9
1930-31	3,448	33.3	775,000	29.7	621,000	28.4
1931-32	3,500	34.1	705,000	26.4	450,000	25.8
1932-33	3,131	33.5	600,000	24.4	280,000	23.3
1933-34	3,178	35.1	600,000	24.4	285,000	23.5
1934-35	3,125	35.5	580,000	23.3	315,000	23.5
1935-36	3,010	35.9	610,000	22.5	360,000	22.7
1936-37 5/	2,614	32.1	362,900	15.0	397,900	21.1
1937-38	2,619	31.6	360,000	14.4	475,000	23.2
1938-39	2,540	31.4	367,000	15.2	383,000	21.7

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

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structure. There also has been considerable consolidation among the elevator associations in many of the States.

The high point in membership for the grain associations was the 1927-28 marketing season, when 3,455 associations on record reported 900,000 members (table 9).

The best year for dollar business was 1925-26 when sales were $750,000,000 (table 9).

The relative importance of the grain group in the total of all marketing associations is less now than it was 25 years ago. This is explained by the fact that the newer types of cooperatives have been increasing in number, in membership, and in business handled and by the further fact that the grain group has lost about 900 associations during the past 10 years (table 9).

In the survey of 1913 the grain organizations accounted for nearly 43 percent of the total marketing business. Now they are handling only about 22 percent of the total (table 9).

LIVESTOCK COOPERATIVES

Livestock farmers have been marketing their animals cooperatively for many years. Among the early efforts was the formation of an association at Goodlettsville, Tenn., in 1877. This enterprise aided its members in selling their lambs. A livestock shipping association started at Superior, Nebr., in 1883 was active until 1930. An association for operating on the terminal markets was formed in 1889 and another in 1907. Neither was able to surmount the barriers placed in its path. Not until 1917 did cooperative terminal selling become an established activity.

TABLE 10 - LIVESTOCK: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED YEARS, 1913 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1913	44	1.5	-	-	4,824	1.6
1921 4/	992	15.3	-	-	106,845	8.9
1925-26	1,770	18.4	400,000	16.3	320,000	14.1
1927-28	2,012	19.7	450,000	17.3	320,000	14.7
1929-30	2,153	20.4	465,000	17.7	320,000	13.9
1930-31	2,014	19.4	400,000	15.3	300,000	13.7
1931-32	1,885	18.3	450,000	16.9	260,000	14.9
1932-33	1,575	16.8	440,000	17.9	182,000	15.2
1933-34	1,371	15.1	410,000	16.6	162,000	13.4
1934-35	1,197	13.6	410,000	16.5	175,000	13.0
1935-36	1,040	12.4	600,000	22.1	250,000	15.8
1936-37 5/	1,012	12.4	549,000	22.7	320,600	17.0
1937-38	926	11.2	600,000	24.0	312,000	15.2
1938-39	862	10.6	600,000	24.9	280,000	15.9

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

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The local shipping association was the first type of livestock cooperative to be organized in a large way. Beginning about 1914 new enterprises were formed at an accelerating rate. During the early years more than one-half of the existing organizations were in the two States of Minnesota and Iowa. Among the other States having associations were Nebraska, Wisconsin, Kansas, Ohio, and Michigan. More than

2,300 associations were formed during the years 1914 to 1924. The peak-year for organizing new associations was 1920 when the average was better than one a day. The number of operating companies on record was 426 in 1915, 1,709 in 1920, and 2,327 in 1924. There have been fewer active associations each year since 1924.

As the mileage of hard surfaced roads extending from the big markets into the producing areas increased and as buying by packers shifted in part from the terminal markets to the country, the use of the railroad as a means of moving the animals to market gave way to transportation by truck, and many of the local associations disappeared (table 10).

With the organization of a cooperative at the Omaha Stockyards in 1917 the terminal market cooperative sales agency became a permanent feature. The number of farmer-owned and -controlled sales agencies has increased from one to more than forty. At first these cooperatives handled livestock almost exclusively for the local shipping associations, but with changes in methods of transportation more and more producers sent livestock direct to central stockyards.

Although more than 2,100 associations were included in the survey of 1929-30, less than 900 reported for the 1938-39 marketing season.

Membership figures for the years during which the shift from local units to centralized sales agencies was taking place are far from satisfactory. Those given in table 10 are the best available. 5/

Dollar business has ranged around the 300 million mark, except prior to 1925 and during the depression years 1932-1935 inclusive. The livestock associations, big and little, furnish from 14 percent to 17 percent of the total business of all farmer cooperative marketing enterprises (table 10).

POULTRY AND EGG COOPERATIVES

An early attempt at cooperative egg and poultry marketing was the Poultry and Produce Exchange established by the Illinois State Grange in Chicago in 1874. Little of permanent value was accomplished by this effort. A successful enterprise of nearly 40 years ago was the Santa Rosa Poultry and Egg Exchange, which started business at Santa Rosa, Calif., in 1901, and continued for 22 years. Egg circles were formed in Missouri, Arkansas, Kentucky, Mississippi, and Texas during the years following 1913. The first of the present day large-scale enterprises was the Poultry Producers of Central California which began business in 1917.

The cooperative survey for 1921 obtained information for 26 active associations, which reported sales amounting to more than $15,000,000 (table 11). This business constituted less than 2 percent of the total cooperative marketing business for that year. The number of members in this group has doubled since 1927-28, when it was 50,000 (table 11).

Poultry and egg sales increased in relative importance year by year until the 1932-33 marketing season when it was more than 4 percent of all the business reported by the farmer marketing cooperatives. Three times since 1932-33 it has been of equal

5/ The difficulty in preparing estimates for the period in question is that dependable data concerning the amount of duplication in the reports made by the locals and the terminal market sales agencies are insufficient.

TABLE 11 - POULTRY AND EGGS: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED YEARS, 1921 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1921 4/	26	.4	-	-	15,011	1.3
1925-26	71	.7	50,000	2.0	40,000	1.8
1927-28	90	.9	50,000	1.9	40,000	1.8
1929-30	157	1.5	67,000	2.5	79,400	3.4
1930-31	160	1.5	82,000	3.1	86,000	3.9
1931-32	172	1.7	88,000	3.3	72,000	4.1
1932-33	154	1.6	78,000	3.2	53,000	4.4
1933-34	147	1.6	73,000	3.0	48,000	4.0
1934-35	164	1.9	85,000	3.4	53,000	3.9
1935-36	154	1.8	93,000	3.4	69,000	4.4
1936-37 5/	180	2.2	112,500	4.7	72,000	3.8
1937-38	194	2.3	106,000	4.2	91,000	4.4
1938-39	180	2.2	100,000	4.1	78,000	4.4

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

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relative importance, although the number of active associations has never been more than 2.3 percent of all marketing cooperatives (table 11).

The 180 existing poultry and egg cooperatives include independent local associations which receive and ship poultry or eggs or operate as auctions; local organizations which are units of a federation; federations; large-scale centralized organizations; and sales agencies operating in the big consuming markets. Most of the large centralized associations and the federations are in the West. The independent associations, cooperative auctions, and sales agencies are largely in the East.

WOOL AND MOHAIR

Wool, an almost nonperishable product not requiring hurried marketing, has long furnished a satisfactory basis for cooperative activity. An association of Tennessee wool growers, formed in 1877, is still operating. A county association, organized

in Indiana in 1885, continued in business until 1931. Seven hundred western producers formed a terminal market sales agency which began business in Chicago in 1909. This enterprise blazed a trail for the national marketing organization now operating with headquarters in Boston.

Seventy active associations reported in the survey of cooperatives for 1921. Their sales for that year were almost $9,800,000. In 1925-26 there were 91 associations with 50,000 members, and a business for that year of $10,000,000 (table 12).

The number of associations increased steadily from 1913 to 1930-31 when there were 136 cooperatives on record. The year in which the largest number of producers held membership in wool cooperatives was 1936-37 when the total number was 79,200. The year with the highest dollar business was 1930-31, when sales totaled $26,000,000 (table 12).

TABLE 12 - WOOL AND MOHAIR: NUMBER OF ASSOCIATIONS, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING COOPERATIVES, FOR SPECIFIED YEARS, 1921 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1921 4/	70	1.1	-	-	9,786	.8
1925-26	91	.9	50,000	2.0	10,000	.4
1927-28	99	1.0	25,000	1.0	7,000	.3
1929-30	131	1.2	40,000	1.5	10,800	.5
1930-31	136	1.3	64,000	2.5	26,000	1.2
1931-32	134	1.3	62,000	2.3	21,000	1.2
1932-33	115	1.2	62,000	2.5	9,000	.8
1933-34	120	1.3	63,800	2.6	13,700	1.1
1934-35	119	1.4	71,000	2.9	15,700	1.2
1935-36	114	1.4	51,400	1.9	11,000	.7
1936-37 5/	139	1.7	79,200	3.3	11,500	.6
1937-38	130	1.6	50,000	2.0	11,300	.6
1938-39	135	1.7	60,000	2.5	13,000	.7

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

The number of associations functioning during the 1938-39 marketing season was 135. They reported 60,000 members and a business estimated at $13,000,000 (table 12).

COOPERATIVE PURCHASING

A farmers' cooperative for the purchase of fertilizer, formed Christmas night in 1863, is still operating at Riverhead, Long Island, N. Y. Many of the subordinate granges, as well as some of the State granges, that were organized in the early seventies, concerned themselves with the joint purchase of supplies. One State grange even undertook the manufacture of farm implements that its farmer-members might buy from their own organization. While most of these early-day associations

TABLE 13 - FARMERS' PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES OF TOTALS FOR MARKETING AND PURCHASING ASSOCIATIONS, FOR SPECIFIED YEARS, 1913 - 1938-39

YEAR	ASSOCIATIONS LISTED 1/		ESTIMATED MEMBERS 2/		ESTIMATED BUSINESS	
	Number	*Percent 3/*	*Number*	*Percent 3/*	*1,000 dollars*	*Percent 3/*
1913	111	3.6	-	-	5,928	1.9
1921 4/	898	12.2	-	-	57,721	4.6
1925-26	1,217	11.3	247,000	9.1	135,000	5.6
1927-28	1,205	10.6	398,000	13.3	128,000	5.6
1929-30	1,454	12.1	470,000	15.2	190,000	7.6
1930-31	1,588	13.3	392,000	13.1	215,000	9.0
1931-32	1,645	13.8	533,000	16.7	181,000	9.4
1932-33	1,648	15.0	542,700	18.1	140,500	10.5
1933-34	1,848	17.0	692,000	21.9	152,000	11.1
1934-35	1,906	17.8	790,000	24.1	187,000	12.2
1935-36	2,112	20.1	950,000	26.0	254,000	13.8
1936-37 5/	2,601	24.2	856,000	26.2	313,400	14.3
1937-38	2,600	23.9	900,000	26.5	350,000	14.6
1938-39	2,600	24.3	890,000	27.0	335,000	16.0

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ The membership estimates for the years since about 1935 include members, contract members, and shareholders, but do not include patrons not in these categories.

3/ Percentages indicate the relative importance of the group as a part of all marketing and purchasing associations for the various years.

4/ Associations reporting dollar business.

5/ Estimates are based on data collected by the Farm Credit Administration in cooperation with the banks for cooperatives and the State agricultural colleges for 1936.

Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

have disappeared, a few are still operating, although some have lost many of their initial cooperative features. The big State-wide and region-wide purchasing associations of today, however, are of recent origin, most of them having been formed since 1920.

The number of active purchasing cooperatives has increased from the 111 included in the survey of 1913 to 2,600 operating in 1938. Since the count was made for the 1938-39 marketing season, data for a score or more of new associations have been received, so that the total figure is now larger than the 2,600 credited in table 13.

TABLE 14 - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY GEOGRAPHIC DIVISIONS, 1938-39 MARKETING SEASON 1/

GEOGRAPHIC DIVISION	ASSOCIATIONS LISTED 2/		ESTIMATED MEMBERS 3/		ESTIMATED BUSINESS 4/	
	Number	*Percent*	*Number*	*Percent*	*1,000 dollars*	*Percent*
New England	166	1.6	138,160	4.2	82,550	3.9
Middle Atlantic	535	5.0	247,600	7.5	206,200	9.8
East North Central	2,593	24.2	890,740	27.0	574,680	27.4
West North Central	4,413	41.3	1,012,770	30.7	536,730	25.6
South Atlantic	452	4.2	161,020	4.9	93,970	4.5
East South Central	282	2.6	215,700	6.5	47,040	2.2
West South Central	763	7.1	266,900	8.1	125,010	5.9
Mountain	569	5.3	166,860	5.0	93,970	4.5
Pacific	927	8.7	200,250	6.1	339,850	16.2
Total	10,700	100.0	3,300,000	100.0	2,100,000	100.0

1/ A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ Includes members, contract members, and shareholders, but does not include patrons not in these categories.

4/ Includes some intra-association transactions.

Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

Membership in this group has increased from less than a quarter million in 1925-26 to about 900,000, and the annual volume of business has increased to $335,000,000 (table 13). But this figure tells only part of the story, as considerable cooperative buying is done by the marketing associations. After making adjustments for the marketing business handled by the purchasing associations and the buying business reported by the marketing organizations the total of cooperative purchasing becomes $416,000,000 (table 13).

TABLE 15 - FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, WITH PERCENTAGES, BY SPECIFIED GROUPS, 1938-39 MARKETING SEASON 1/

GROUP	ASSOCIATIONS LISTED 2/		ESTIMATED MEMBERS 3/		ESTIMATED BUSINESS 4/	
	Number	*Percent*	*Number*	*Percent*	*1,000 dollars*	*Percent*
Marketing:						
Cotton and Products	476	4.4	315,000	9.5	5/ 73,000	3.5
Dairy Products	2,373	22.2	650,000	19.7	610,000	29.1
Fruits and Vegetables	1,116	10.4	168,000	5.1	273,000	13.0
Grain, Dry Beans, Rice	2,540	23.7	367,000	11.1	383,000	18.2
Livestock	862	8.1	600,000	18.2	280,000	13.3
Nuts	46	.4	15,000	.5	14,000	.7
Poultry and Eggs	180	1.7	100,000	3.0	78,000	3.7
Tobacco	10	.1	66,000	2.0	11,000	.5
Wool and Mohair	135	1.3	60,000	1.8	13,000	.6
Miscellaneous 6/	362	3.4	69,000	2.1	30,000	1.4
Total Marketing	8,100	75.7	2,410,000	73.0	7/ 1,765,000	84.0
Purchasing	2,600	24.3	890,000	27.0	7/ 335,000	16.0
Total Marketing and Purchasing	10,700	100.0	3,300,000	100.0	7/ 2,100,000	100.0

1/ A marketing season includes the period during which the farm products of a specified year are moved into the channels of trade. Marketing seasons overlap.

2/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

3/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

4/ Includes some intra-association transactions.

5/ Includes some government loan cotton.

6/ Includes associations handling commodities not specified above, those handling several types of commodities, and those furnishing special marketing or other services.

7/ The purchasing business of the marketing associations is estimated at $107,000,000, and the marketing business of the purchasing associations is estimated at $26,000,000. After adjustments the totals are: marketing $1,684,000,000, purchasing $416,000,000, total $2,100,000,000.

Annual and special reports, schedules and other information pertaining to farmers' cooperatives, in the collection of source material, Cooperative Research and Service Division, Farm Credit Administration.

In relative importance the purchasing group has advanced from less than 2 percent of the total business in 1913 to 16 percent for the last marketing season. The 2,600 associations are nearly one-fourth of all farmers' marketing and purchasing organizations of today, and the 890,000 members in 1938-39 are more than a fourth of all the members in the 10,700 active marketing and purchasing associations in that year (table 13).

CHANGES DURING 1938-39 SEASON

Data collected in the 1938-39 survey indicate both losses and gains as compared with the previous marketing season. There was a net increase of 33 in the number of operating associations in the West South Central States: Arkansas, Louisiana, Oklahoma, and Texas and an increase of 29 in the Middle Atlantic States of New York, New Jersey, and Pennsylvania. There were decreases in active associations in six of the other seven geographic divisions. The greatest loss - 209 associations - was in the North Central States - the States in which farmer cooperation has been, and still is, most firmly entrenched. There was neither gain nor loss in the four East South Central States (table 14).

There was no change in relative dollar importance of the several geographic groups except that the seven Rocky Mountain States moved up to share sixth position with the South Atlantic States (table 14).

In only two of the commodity groups was the number of active associations in 1938-39 larger than in the previous year. These were the textile groups, cotton and wool. The increase in active cotton cooperatives was 61 and the increase in the number of associations handling wool was 5. Most of the 61 cooperatives had been formed to operate cotton gins (table 15).

The other groups of marketing associations lost in number of active associations between the counts for the two marketing seasons. These losses varied from one association for the tobacco group to 79 for the grain group. Other groups sustaining losses in number of associations were those handling livestock with a decrease of 64 associations; dairy products, 48; and fruits and vegetables, 48. The number of purchasing associations was the same for both seasons 2,600. The number for the 1938-39 season would have been slightly larger than that reported if data received since the final count had come to hand a few months earlier.

SUMMARY

Farmer cooperation was mostly small-scale business in 1913, the year covered by the first Federal survey for both marketing and purchasing associations. Local associations were then being formed at the rate of more than two a day. The greater part of the cooperative activity consisted of receiving farm products, preparing them for sale, and forwarding them to the city markets to be disposed of to the best advantage. Ninety percent of this business consisted of marketing and less than 2 percent of purchasing. Most of these local organizations served less than 200 farmers.

There were a few federations of local units, but not many. There were at least two large-scale centralized organizations, although one of these was but little more than an overgrown local enterprise. The known, and the unknown, cooperatives had an annual business which may have amounted to $100,000,000 for 1913.

Business by Farmers' Marketing and Buying Associations

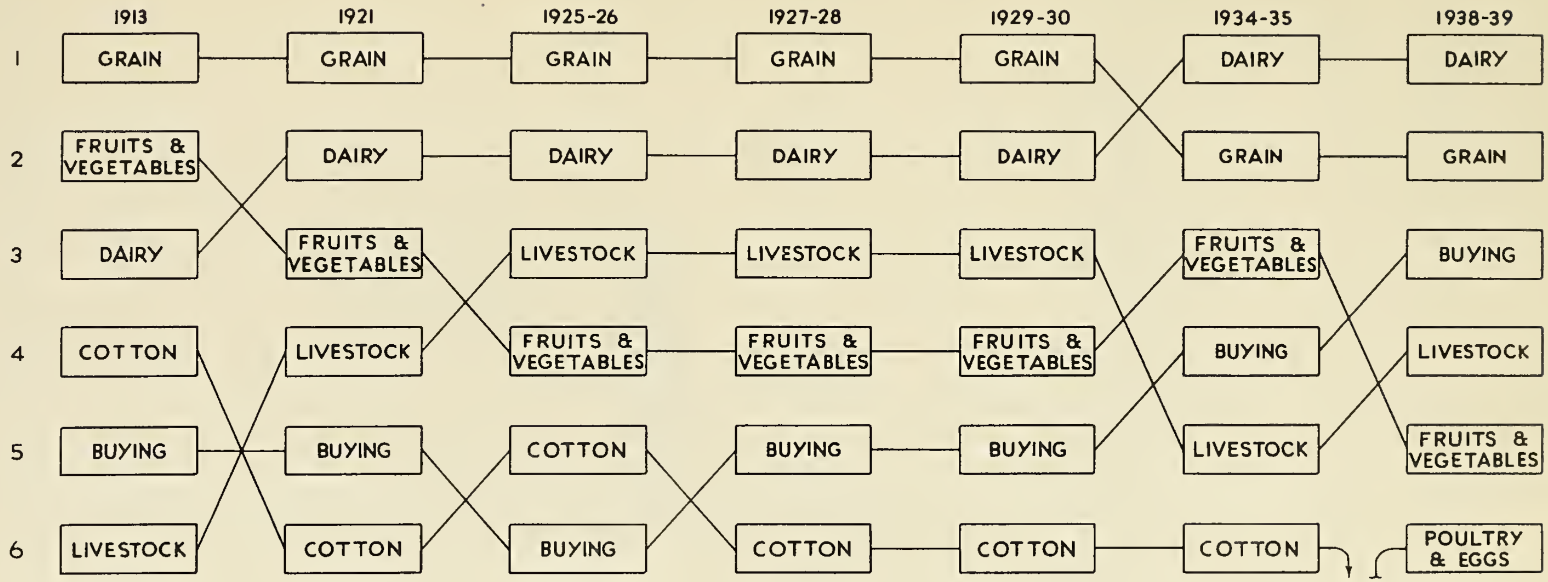

FIGURE 6 – There have been several shifts in the relative importance of the different cooperative groups as measured in dollar business since 1913. The grain group has dropped from first to second place and the dairy group has moved from third to first place. Livestock has advanced from sixth place to fourth.

Today's cooperative picture is different. Local associations are still important numerically and they furnish a substantial basis for democratic control, as respects themselves and the federations. A big fraction of the present membership, however, is in the large-scale centralized associations, the terminal market sales agencies, and the bargaining organizations. A considerable portion of the dollar business is now handled by the three groups mentioned and the federations, of which there are more than a score.

A larger portion of the facilities for receiving the raw products of the farm and converting them into forms suitable for sale are now owned by cooperating farmers than at any period in the past.

During the years from 1913 to 1939, the cooperative purchasing of supplies, which was less than 2 percent of the total dollar business at the beginning of the period, increased to 16 percent. Not only has there been a gain in the percentage importance of cooperative purchasing, but cooperatives have been brought into existence that they might own, control, and operate the means for producing and distributing the commodities and articles essential for successful farming.

TABLE 16. FARMERS' MARKETING AND PURCHASING ASSOCIATIONS: NUMBER 1/, ESTIMATED MEMBERSHIP 2/ 3/, AND ESTIMATED BUSINESS 3/, BY SPECIFIED GROUPS, GEOGRAPHIC DIVISIONS, AND STATES, 1938-39 MARKETING SEASON

GEOGRAPHIC DIVISION AND STATE	COTTON AND COTTON PRODUCTS			DAIRY PRODUCTS			FRUITS AND VEGETABLES		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS 4/	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*
United States	476	315,000	73,000	2,373	650,000	610,000	1,116	168,000	273,000
NEW ENGLAND:				51	26,570	41,860	19	1,630	6,950
Maine				3	400	250	8	500	1,150
New Hampshire				3	420	810	2	50	160
Vermont				30	6,300	9,000			
Massachusetts				10	16,000	25,000	7	900	5,500
Rhode Island				1	1,200	1,500			
Connecticut				4	2,250	5,300	2	180	140
MIDDLE ATLANTIC:				110	75,100	119,010	64	8,800	14,130
New York				74	51,000	91,700	43	5,500	5,000
New Jersey				2	100	310	8	2,000	3,030
Pennsylvania				34	24,000	27,000	13	1,300	6,100
EAST NORTH CENTRAL:				913	200,000	202,500	99	15,310	15,510
Ohio				39	26,000	21,500	18	2,100	4,540
Indiana				25	19,000	15,000	7	1,150	530
Illinois				84	59,000	66,000	11	760	540
Michigan				65	38,000	36,000	48	9,500	7,870
Wisconsin				700	58,000	64,000	15	1,800	2,030
WEST NORTH CENTRAL:				1,074	256,300	150,330	78	11,570	9,060
Minnesota				631	89,000	80,000	24	4,000	1,350
Iowa				280	65,000	40,000	6	650	190
Missouri				15	24,000	10,500	31	3,500	2,400
North Dakota				34	7,100	2,310	6	370	240
South Dakota				51	17,000	4,670	2	570	1,120
Nebraska				47	48,000	8,550	6	2,400	3,560
Kansas				16	6,200	4,300	3	80	200
SOUTH ATLANTIC:	14	42,100	4,630	35	6,710	20,210	152	16,680	28,210
Delaware							1	10	10
Maryland				4	4,300	12,400	8	1,150	1,270
District of Columbia									
Virginia				11	1,300	2,870	25	3,170	2,280
West Virginia				2	30	250	2	30	350
North Carolina	3	3,500	1,570	7	420	910	11	1,900	350
South Carolina	1	7,400	600				9	820	1,350
Georgia	6	31,000	2,440	7	560	1,350	14	4,600	1,600
Florida	4	200	20	4	100	2,430	82	5,000	21,000
EAST SOUTH CENTRAL:	55	90,400	20,510	15	4,550	4,300	47	8,630	2,660
Kentucky				3	1,600	2,150	15	5,000	1,150
Tennessee	2	5/ 50,000	5,750	9	2,100	1,650	11	1,000	280
Alabama	7	8,400	1,760				15	2,000	890
Mississippi	46	32,000	13,000	3	850	500	6	630	340
WEST SOUTH CENTRAL:	394	180,100	43,780	22	19,080	6,590	83	10,450	7,920
Arkansas	2	100	1,230				27	3,000	1,140
Louisiana	6	35,000	9,000	2	1,950	150	25	4,000	2,300
Oklahoma	88	38,000	5,550	15	7,130	2,840	2	300	40
Texas	298	107,000	28,000	5	10,000	3,600	29	3,150	4,440
MOUNTAIN:	8	1,100	580	53	30,390	11,750	96	38,930	30,210
Montana				11	1,500	740	5	4,500	6,250
Idaho				13	23,000	7,200	20	11,000	5,320
Wyoming				8	700	600	3	600	1,470
Colorado				10	1,730	760	31	11,700	10,990
New Mexico	7	1,000	550				2	190	60
Arizona	1	100	30	3	460	1,050	6	740	970
Utah				8	3,000	1,400	29	10,200	5,150
Nevada									
PACIFIC:	5	1,300	3,500	100	31,300	53,450	478	56,000	158,350
Washington				29	15,000	15,000	61	8,000	14,450
Oregon				38	8,700	8,700	50	9,000	12,500
California	5	1,300	3,500	33	7,600	29,750	367	39,000	131,400

1/ Includes independent local associations, federations, large-scale centralized associations, sales agencies, independent service-rendering associations, and subsidiaries whose businesses are distinct from those of the parent organizations.

2/ Includes members, contract members and shareholders, but does not include patrons not in these categories.

3/ Estimated membership and estimated business for each association is credited to the State in which the association has its headquarters.

4/ Includes some government loan cotton.

5/ About 60 percent of the membership is in Arkansas, 15 percent in Tennessee, and 5 percent in Missouri.

TABLE 16. *(Continued)*

GEOGRAPHIC DIVISION AND STATE	GRAIN 6/			LIVESTOCK			NUTS		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*
United States	2,540	367,000	383,000	862	600,000	280,000	46	15,000	14,000
NEW ENGLAND:									
Maine									
New Hampshire									
Vermont									
Massachusetts									
Rhode Island									
Connecticut									
MIDDLE ATLANTIC:				2	28,000	5,400			
New York				1	20,000	2,000			
New Jersey				7/ 1	3,000	400			
Pennsylvania				8/	5,000	3,000			
EAST NORTH CENTRAL:	612	91,600	116,600	265	292,000	136,000			
Ohio	139	25,000	27,000	13	55,000	25,000			
Indiana	56	9,000	10,000	21	48,000	23,000			
Illinois	328	40,000	61,000	74	125,000	70,000			
Michigan	53	12,700	15,700	29	17,000	8,000			
Wisconsin	26	4,900	2,900	129	47,000	10,000			
WEST NORTH CENTRAL:	1,503	231,000	187,800	454	211,700	90,700			
Minnesota	247	40,000	40,000	233	90,000	29,000			
Iowa	280	44,000	40,800	111	35,000	27,000			
Missouri	85	14,000	15,000	21	55,000	20,000			
North Dakota	300	33,000	22,000	75	9,000	1,500			
South Dakota	184	28,000	12,000	9	6,000	3,400			
Nebraska	253	36,000	21,000	8	8,700	7,800			
Kansas	254	36,000	35,000	7	8,000	2,000			
SOUTH ATLANTIC:	4	500	320	55	14,170	4,450	7	3,550	1,790
Delaware									
Maryland	3	400	280	1	3,700	1,730			
District of Columbia									
Virginia	1	100	40	19	2,400	370	2	2,150	1,260
West Virginia				15	4,000	600			
North Carolina				6	1,300	570			
South Carolina				7	2,000	930			
Georgia				2	200	20	5	1,400	530
Florida				5	570	230			
EAST SOUTH CENTRAL:				20	20,200	4,900	1	20	80
Kentucky				1	10,000	2,800			
Tennessee				5	2,000	1,100			
Alabama				14	8,200	1,000	1	20	80
Mississippi									
WEST SOUTH CENTRAL:	125	19,100	38,410	3	9,500	16,200	2	280	10
Arkansas	1	400	1,600	1	100	9/			
Louisiana	1	1,200	8,810						
Oklahoma	85	12,500	20,000	1	6,000	5,500			
Texas	39	5,000	8,000	1	3,400	10/10,700	2	280	10
MOUNTAIN:	105	14,850	13,370	39	19,630	15,050			
Montana	48	6,500	3,780	8	1,300	100			
Idaho	25	3,300	4,750	21	6,500	3,520			
Wyoming	5	900	340	1	100	110			
Colorado	23	3,800	2,980	5	9,000	7,700			
New Mexico	1	200	90	1	70	9/			
Arizona									
Utah	4	160	1,420	2	2,600	3,550			
Nevada				1	60	70			
PACIFIC:	89	9,940	25,500	13	4,800	7,300	36	11,150	12,120
Washington	49	5,600	10,500	2	500	100	1	160	40
Oregon	17	2,700	7,800	4	1,500	1,450	7	1,650	1,080
California	23	1,640	8,200	7	2,800	5,750	28	9,340	11,000

6/ Includes dry beans and rice.
7/ Branch agency and an association.
8/ Branch agency only.
9/ Less than $10,000.
10/ Includes business at Kansas City, Missouri.

TABLE 16. *(Continued)*

GEOGRAPHIC DIVISION AND STATE	POULTRY AND POULTRY PRODUCTS			TOBACCO			WOOL AND MOHAIR		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*
United States	180	100,000	78,000	10	66,000	11,000	135	60,000	13,000
NEW ENGLAND:	12	6,600	4,340				3	210	2,010
Maine							1	110	10
New Hampshire	1	1,500	450						
Vermont									
Massachusetts	5	2,100	1,610				2	100	2,000
Rhode Island	1	260	120						
Connecticut	5	2,740	2,160						
MIDDLE ATLANTIC:	23	11,300	9,370				33	4,600	250
New York	9	3,300	2,560				3	800	100
New Jersey	7	4,550	4,050						
Pennsylvania	7	3,450	2,760				30	3,800	150
EAST NORTH CENTRAL:	13	3,050	1,360	3	5,600	500	5	10,240	1,160
Ohio	4	1,600	780	2	3,400	300	1	4,000	700
Indiana	5	1,250	400				1	2,000	120
Illinois	2	60	60				11/	1,000	100
Michigan	1	20	20				1	740	70
Wisconsin	1	120	100	1	2,200	200	2	2,500	170
WEST NORTH CENTRAL:	37	12,320	6,900	1	400	400	23	23,080	3,850
Minnesota	3	400	320				4	4,500	500
Iowa	4	3,140	800				10	2,000	220
Missouri	16	5,200	5,200	1	400	400	5	7,500	1,130
North Dakota	2	1,600	250				2	4,000	700
South Dakota	2	250	30				1	5,000	1,300
Nebraska	6	1,080	230						
Kansas	4	650	70				1	80	12/
SOUTH ATLANTIC:	15	3,940	730	2	13,000	2,340	13	8,650	410
Delaware									
Maryland	1	10	20	1	5,200	1,600	1	150	10
District of Columbia									
Virginia	2	200	520	1	7,800	740	9	4,500	250
West Virginia	5	90	50				3	4,000	150
North Carolina	5	3,600	90						
South Carolina									
Georgia									
Florida	2	40	50						
EAST SOUTH CENTRAL:	3	1,680	190	4	47,000	7,760	17	6,430	330
Kentucky	1	200	10	3	37,000	5,890	6	2,600	200
Tennessee	1	1,360	70	1	10,000	1,870	8	3,600	120
Alabama							2	200	10
Mississippi	1	120	110				1	30	12/
WEST SOUTH CENTRAL:	10	2,530	1,150				4	1,000	110
Arkansas	1	30	30						
Louisiana							2	700	80
Oklahoma	2	170	20						
Texas	7	2,330	1,100				2	300	30
MOUNTAIN:	46	20,450	9,390				33	4,060	3,850
Montana	17	2,140	300				8	600	320
Idaho	3	1,240	760				12	1,600	750
Wyoming	6	650	80				4	300	470
Colorado	10	8,550	400				2	1,000	800
New Mexico							3	100	250
Arizona	1	10	12/				1	130	190
Utah	5	7,400	7,550				2	300	1,000
Nevada	4	460	300				1	30	70
PACIFIC:	21	38,130	44,570				4	1,730	1,030
Washington	6	27,100	16,200				1	30	50
Oregon	6	1,630	3,400				1	1,500	830
California	9	9,400	24,970				2	200	150

11/ Wool handled through Illinois Livestock Marketing Association.

12/ Less than $10,000.

TABLE 16. *(Continued)*

GEOGRAPHIC DIVISION AND STATE	MISCELLANEOUS SELLING 13/			PURCHASING 14/			TOTAL 14/		
	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS	ASSOCIATIONS LISTED	ESTIMATED MEMBERS	ESTIMATED BUSINESS
	Number	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*	*Number*	*Number*	*1,000 dollars*
United States	362	69,000	30,000	2,600	690,000	335,000	10,700	3,300,000	2,100,000
NEW ENGLAND:	13	1,540	330	68	101,610	27,060	166	136,160	62,550
Maine				24	5,700	2,200	36	6,710	3,610
New Hampshire	3	360	100	4	1,600	2,400	13	3,930	3,920
Vermont	1	180	50	4	1,000	620	35	7,460	9,670
Massachusetts	6	700	60	13	92,000	20,130	43	111,800	54,300
Rhode Island	1	140	20				3	1,600	1,640
Connecticut	2	160	100	23	1,310	1,710	36	6,640	9,410
MIDDLE ATLANTIC:	23	4,600	1,700	260	115,000	56,340	535	247,600	206,200
New York	12	1,700	500	174	90,000	43,000	316	172,300	144,860
New Jersey	7	2,400	600	29	7,000	4,900	54	19,050	13,490
Pennsylvania	4	700	400	77	16,000	6,440	165	56,250	47,850
EAST NORTH CENTRAL:	67	20,940	4,150	615	252,000	96,900	2,593	890,740	574,660
Ohio	7	5,400	700	106	37,000	21,200	331	159,500	101,720
Indiana	6	940	250	92	50,000	20,200	213	131,340	69,500
Illinois	14	6,000	300	120	67,000	24,900	633	320,620	222,900
Michigan	23	3,300	1,600	70	16,000	10,200	300	99,260	79,460
Wisconsin	17	3,300	1,300	225	60,000	20,400	1,116	179,620	101,100
WEST NORTH CENTRAL:	116	16,400	7,750	1,017	250,000	79,940	4,413	1,012,770	536,730
Minnesota	16	3,000	600	252	75,000	26,800	1,412	305,900	176,570
Iowa	6	700	600	137	41,000	10,500	634	191,490	120,310
Missouri	67	9,000	5,500	150	26,000	17,400	391	144,600	76,530
North Dakota	6	600	170	101	19,000	5,140	526	74,670	32,310
South Dakota	3	900	260	70	17,000	4,350	322	74,720	27,130
Nebraska	5	700	70	181	53,000	10,460	506	149,860	51,690
Kansas	9	1,300	350	126	19,000	5,270	420	71,310	48,190
SOUTH ATLANTIC:	54	7,590	6,140	101	44,130	22,740	452	161,020	93,970
Delaware							1	10	10
Maryland	7	700	400	15	2,500	3,250	41	16,110	20,960
District of Columbia									
Virginia	5	120	10	36	25,000	13,400	113	46,740	21,740
West Virginia				9	1,100	620	36	9,250	2,220
North Carolina	23	5,700	1,500	20	6,000	3,250	75	24,420	6,240
South Carolina	2	160	30	1	30		20	10,410	2,910
Georgia	10	540	200	12	7,000	550	56	45,300	6,690
Florida	7	370	6,000	6	500	1,470	110	6,780	31,200
EAST SOUTH CENTRAL:	29	10,290	1,160	91	26,500	5,130	262	215,700	47,040
Kentucky	1	540	160	7	1,650	320	37	56,590	12,660
Tennessee	6	1,100	200	16	2,650	770	61	74,010	11,610
Alabama	10	5,000	430	45	15,000	2,680	94	38,820	6,850
Mississippi	10	3,650	390	23	7,000	1,360	90	44,280	15,700
WEST SOUTH CENTRAL:	14	1,660	2,510	105	23,200	8,330	763	266,900	125,010
Arkansas	3	270	30	7	600	370	42	4,500	4,400
Louisiana	5	290	2,100	6	600	630	47	43,740	23,070
Oklahoma	1	300	60	30	6,400	2,230	224	72,600	36,250
Texas	5	600	300	62	13,600	5,100	450	145,660	61,280
MOUNTAIN:	17	3,160	990	171	34,260	8,760	569	166,860	93,970
Montana	8	500	90	87	9,400	3,270	192	26,440	14,850
Idaho	2	400	130	34	10,700	1,890	130	57,740	24,330
Wyoming	1	1,400	470	8	2,800	550	36	7,450	4,090
Colorado	2	300	200	29	9,160	2,050	112	45,260	25,660
New Mexico	1	400		2	960	570	17	2,920	1,520
Arizona	2	140	100	2	160	50	16	1,740	2,390
Utah	1	40		7	900	370	56	24,600	20,440
Nevada				2	160	30	8	710	470
PACIFIC:	29	2,600	3,250	152	43,300	29,760	927	200,250	339,850
Washington	10	600	350	61	16,000	10,930	240	75,190	67,620
Oregon	9	1,100	500	39	10,600	3,100	171	36,560	39,350
California	10	700	2,400	32	14,500	15,750	516	66,460	232,670

13/ Includes associations handling commodities not specified elsewhere, those handling several types of commodities, and those furnishing special marketing or other services.

14/ The purchasing business of the marketing associations is estimated at $107,000,000, and the marketing business of the purchasing associations is estimated at $26,000,000. After adjustments the totals are: marketing $1,684,000,000, purchasing $416,000,000, total $2,100,000,000.

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